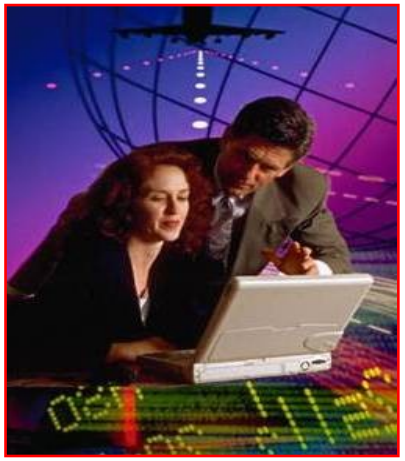
AMCOM

EXPRESS

EXpedited
PRofessional and
Engineering
Support
Services



Industry Conference

30 Apr 2004

Agenda

- Welcome and Introductions
- Background
- Review of AMCOM EXPRESS Acquisition Strategy
- Discussion of RFI Submission Requirements
- Draft RFQ Evaluation Criteria
- Review of the “Basics” and Frequently Asked Quest

Ground Rules

NO PHOTOGRAPHY OR RECORDING

COMPLY WITH RFI AND RFQ

SUBMIT ALL QUESTIONS IN WRITING

Background

Omnibus 2000 (O2K) Contracts

- 12 Multiple Award IDIQ Contracts - Contracted Advisory and Assist Logistics, Programmatic, Technical Categories
- 10 Small Business Primes, 2 Large Business Primes, Over 200 Subc
- 371 Task Orders, $1.01 Billion Obligated (31 Mar 04)
- SB Primes awarded 85% of Task Orders and 65% of Obligated Dolla
- Utilized for all covered tasks – initially including potential directed
- Ordering Ends Oct 04 – Feb 05/Performance Ends Apr – Aug 05
- Managed by AMCOM Acquisition Center

Customers and Feedback

- **AMCOM – 11% of Obligated Dollars**

Aviation and Missile RDEC – 49%
PEO Aviation – 27%
PEO Tactical Missiles – .5%
PEO Air and Missile Defense – 3%
Others – 9%

89% of Obligated Dollars fro
Non-AMCOM Customers

- **Feedback:**

Current Customers: Needs being met – identified areas for improv
Major Customers Not Using O2K: ***Change it or we will not use it***

- **Recommended Review of Various Contract Vehicles/Processe**

SMDC SETAC, CECOM Rapid Response, GSA

Market Research (2002 – Present)

- O2K Prime Contractor Feedback to Acquisition Center Management
- Panel Discussion AMCOM Advance Planning Briefing to Industry (A
- Request for Industry Feedback issued in FedBizOps
  - Detailed Written Responses from 22 Industry Respondents
  - 15 One-On-One Meetings with Industry
- Strategy Announcement at AMCOM APBI and FedBizOps (Jul 03)
- Industry Briefings – GSA, Huntsville Association of Small Businesse Tennessee Valley Corridor Meeting, Chattanooga
- EXPRESS Website – 160 Pre-RFI Industry Questions/Comments
- Updated Market Survey (Feb 04)

Objectives and Strategy Options

Objective: "Contracting Vehicle of Choice" for Covered Services

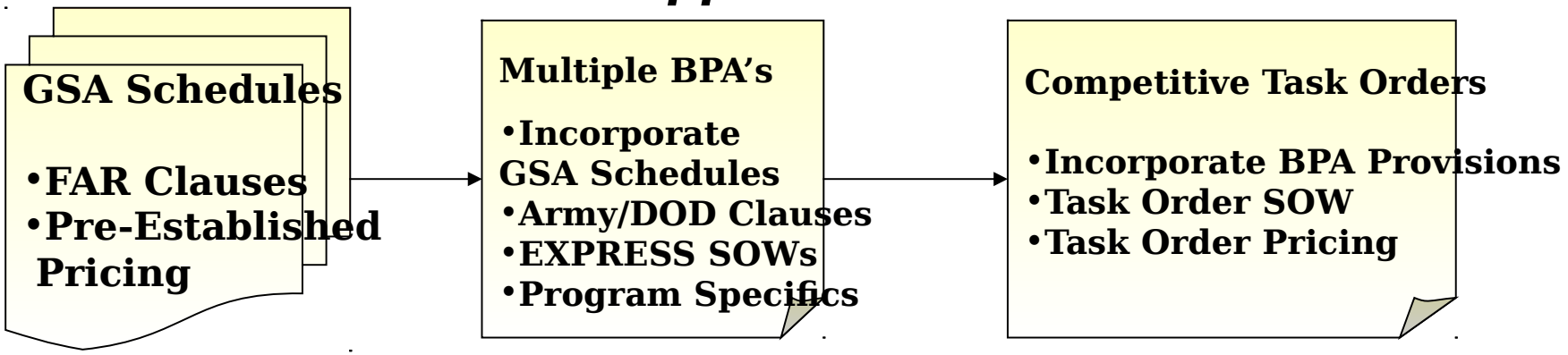
- Maximum Value and Flexibility for Customers
- Simplified Process and Reduced Leadtimes
- Enhanced Small Business Opportunities and Performance
- Compliant with Competition Requirements

Strategy Options Considered:

- "Improved O2K" Contracts
- Establish Individual Stand-Alone Contracts
- AMCOM BPAs Using GSA Schedules

ACQUISITION STRATEGY SELECTED

GSA Schedule Based Blanket Purchase Agreements Approach



Successful Model: Commercial Enterprise Omnibus Support Services (CEOss), Marine Corps Systems Command, Quantico, Virginia

BPA Approach Advantages

Incorporates best of both the IDIQ and GSA Schedule concep

- Commercial Processes and Pre-established Rates
- Broad Industry Base – Broad Range of Labor Categories
- Dynamic Teaming – Potential for Direct Awards to SB Team Men
- Long Term ("Evergreen") and Flexible Solution
- Fully Competitive Process
- Excellent Opportunity for Small Business Firms

➢***Streamlined Task Order Process***

- Reduced lead time
- Power and economy of E-Commerce

➢***Result: Maximum Value and Flexibility for Customers***

- No AMCOM Administrative Fee

Source Selection Information – See FAR 3.104

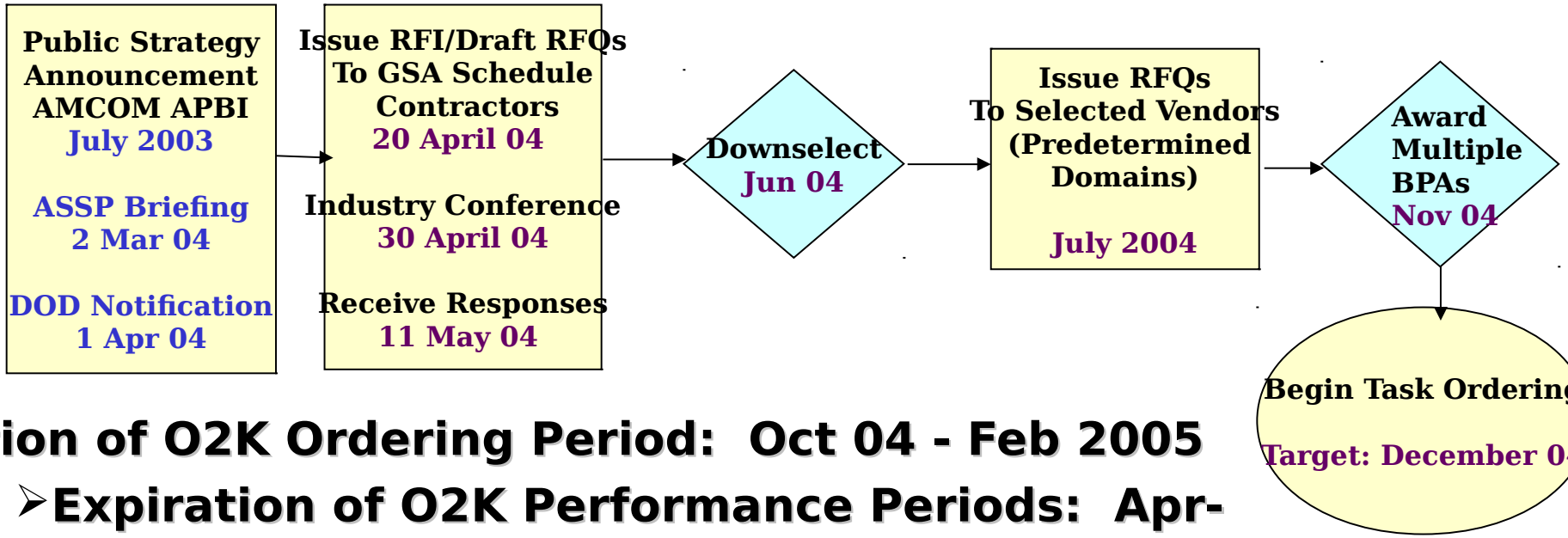
PARTICIPANTS:

- **AMCOM Acquisition Center**
  - **Establish BPA Program**
  - **Issue Task Orders**
- **GSA Federal Supply Service**
  - **Establish/Modify GSA Schedules**
  - **Assist Acquisition Center/Customers/Industry**
- **AMCOM and Customers**
  - **Utilize EXPRESS to fulfill requirements**
- **Industry Partners**
  - **Provide Services to Customers through EXPRESS BPAs**

Schedule Update

Pre-Established GSA Schedule Contracts

➢ Target: November 2004



ation of O2K Ordering Period: Oct 04 - Feb 2005

➢ Expiration of O2K Performance Periods: Apr-Aug 2005

Request for Information (RFI)

Issued – 20 April 2004
Responses Due – 3:00 PM, 11 May 2004
Building 5303, Brenda Showalter

No direct mail or courier delivery

Domains

Reserved Small Businesses

Logistics

Business & Analytical

Technical

Programmatic

- **Draft Statements of Work Posted to Website**

Seeking Consideration in Multiple Domains

- ✓ State an Order of Preference
- ✓ All First Preferences Will Be Evaluated
- ✓ Subsequent Preferences May Not be Evaluated
  - ➢ Only If Additional Competition is Needed

Applicable GSA Schedules

- ✓871 - Professional Engineering Services (PES)
- ✓874V- Logistics Worldwide (LOGWORLD)
- ✓874 - Management, Organizational and Business Improvement Services (MOBIS)
- ✓70 - Information Technology (IT)
- ✓00CORP – Consolidated Products and Services (Corporate Schedule)

- *Primes/Team Leaders Must Hold At Least One Applicable Schedule*

- ***Prime/Team Leaders Must Hold At Least One Applicable Schedule***
- ***Multiple Schedules may be submitted***
- ***Prime/Team Leaders MUST Identify One Primary Schedule***

Small Business Size Standards

PRIMARY SCHEDULE:	PES		LOGWORLD		MOBIS		IT	
	NAICS	Size Standard	NAICS	Size Standard	NAICS	Size Standard	NAICS	Size Standard
Technical Domain	541710	1000 Employees	541614/561210	$6M/$23M*	541611	$6 Million	Various	$21 Million
Logistics Domain	541330	$23 Million	541614/561210	$6M/$23M*	541611	$6 Million	Various	$21 Million
Programmatic Domain	541330	$23 Million			541611	$6 Million	Various	$21 Million
Bus & Analytical Domain	541330	$23 Million			541611	$6 Million	Various	$21 Million

* Determined by GSA Schedule Award

Consolidated (Corporate) Schedule:

NAICS/Size Standard from Primary Individual Schedule Applies

Business & Analytical

***Reserved* for Small Business Primes/Team Lead**

No restriction on size for subcontractors or team m

- **At Least 3 BPA Awards**
- **8(a) and HUBZONE Prime/Team Leaders Desire**

PES: NAICS 541330 - $23 Million
LOGWORLD: NAICS 541614/561210 -$6M/ $23M
MOBIS: NAICS 541611 - $6 Million
IT: NAICS 541511/541512/541513 - $21 Million

Business and Analytical Domain

BA1: Strategic Planning
BA2: Communication Support
BA3: Conference Support
BA4: Business Management Support
BA5: Process Improvement Support
BA6: Financial Management Support
BA7: Property Management Support
BA8: Human Capital Management

Logistics Domain

- **At Least 3 BPA Awards**
- **At Least 2 BPA Awards Reserved for Small Bus**
- **8(a) Small Business Prime/Team Leader Desire**

PES: NAICS 541330 - $23 Million
LOGWORLD: NAICS 541614/561210 -$6M/ $23M
MOBIS: NAICS 541611 - $6 Million
IT: NAICS 541511/541512/541513 - $21 Million

Logistics Domain

ILS1: Design Influence/Concept Definition
ILS2: Maintenance Planning
ILS3: Manpower and Personnel
ILS4: Supply Support
ILS5: Support Equipment and Test, Measurement and Diagnostics Equipment
ILS6: Training and Training Devices
ILS7: Logistics Support Technical Data
ILS8: Computer Resources Support

Logistics Domain

ILS9: Packaging Handling and Storage
ILS10: Transportation and Transportability
ILS11: Facilities
ILS12: Standardization and Interoperability
ILS13: Continuous Acquisition and Life Cycle Support
ILS14: Logistics Program Support
ILS15: Reliability Availability and Maintainability
Support

Programmatic Domain

- **At Least 4 BPA Awards**
- **At Least 2 BPAs Reserved for Small Businesses**
- **At Least 1 BPA Reserved for an 8(a) Small Bus**

PES: NAICS 541330 - $23 Million
LOGWORLD: NAICS 541614/561210 -$6M/ $23M
MOBIS: NAICS 541611 - $6 Million
IT: NAICS 541511/541512/541513 - $21 Million

Programmatic Domain

PS1: Resource Management Support
PS2: Cost Estimating/Analysis
PS3: Schedule Development/Assessment
PS4: Program Management, Plans and Integration
PS5: Strategic Planning Analysis
PS6: International Program Support
PS7: Security Assistance Program Support
PS8: Operations Research and Systems

Technical Domain

- **At Least 6 BPA Awards**
- **At Least 3 BPA Awards Reserved for Small Bus**
- **At Least 1 BPA Reserved for 8(a) Small Busine**

PES: NAICS 541710 – 1000 Employees
LOGWORLD: NAICS 541614/561210 -$6M/ $23M
MOBIS: NAICS 541611 - $6 Million
IT: NAICS 541511/541512/541513 - $21 Million

Technical Domain

3.1 Aeromechanics Technology
3.2 Airworthiness Qualification/Release
3.3 Electronics/Avionics/Visionics/Survivability Equipment
3.4 Environmental/Safety Initiatives
3.5 Guidance Technology (Guidance Analyses)
3.6 Guidance Technology (Weapon System Computers)
3.7 Guidance Technology (Weapon System Guidance)
3.8 Industrial Operations
3.9 Infrared
3.10 Image and Seismic, Acoustic, Magnetic and Signal Processing
3.11 Manpower and Personnel Technical Support

Technical Domain

3.14 Optics and Laser
3.15 Product Assurance
3.16 Production Engineering
3.17 Propulsion Systems/Technology
3.18 Radio Frequency Technology
3.19 Systems Engineering
3.20 Structures and Materials
3.21 Systems Simulation and Modeling
3.22 Software Engineering
3.23 Technical Data Management
3.24 Test and Evaluation
3.25 Automated Test Equipment/Test Program Set
3.26 Warheads
3.27 Weapons Science

Supported Systems and Equipment

- Air Defense Command and Control
- Air Traffic Control Systems
- Aircraft External Storage
- Aircrew Integrated Systems
- Air-to-Ground Systems
- Anti-Tactical Ballistic Missiles
- Associated Weapon System Technology Development
- Attack Helicopters
- Aviation Electronic Combat Systems
- Aviation Technology Development
- Close Combat Missiles
- Field Artillery Missile Systems
- Field Artillery Rocket Systems
- Fire Control Equipment
- Fixed Wing Aircraft
- Laser Designators
- Light Observation Helicopters
- Logistics Support Activity
- Long Range Air Defense Systems
- Medium Range Air Defense Systems
- Medium/Heavy Lift Cargo Helicopters
- Missile Sensors
- Missile Technology Development
- Non-Lethal Systems
- Scout Helicopters
- Short Range Air Defense Systems
- Software Development and Engineering
- Special Operations Aircraft
- Support Systems, Missile and Aviation
- Targets and Threat Simulators
- Test Measurement and Diagnostic Equi
- Thermal Viewers
- Unmanned Aerial Vehicles
- Unmanned Ground Vehicles
- Utility Helicopters
- Vertical and Short Take Off Aircraft Sys

Full and Open BPA Awards

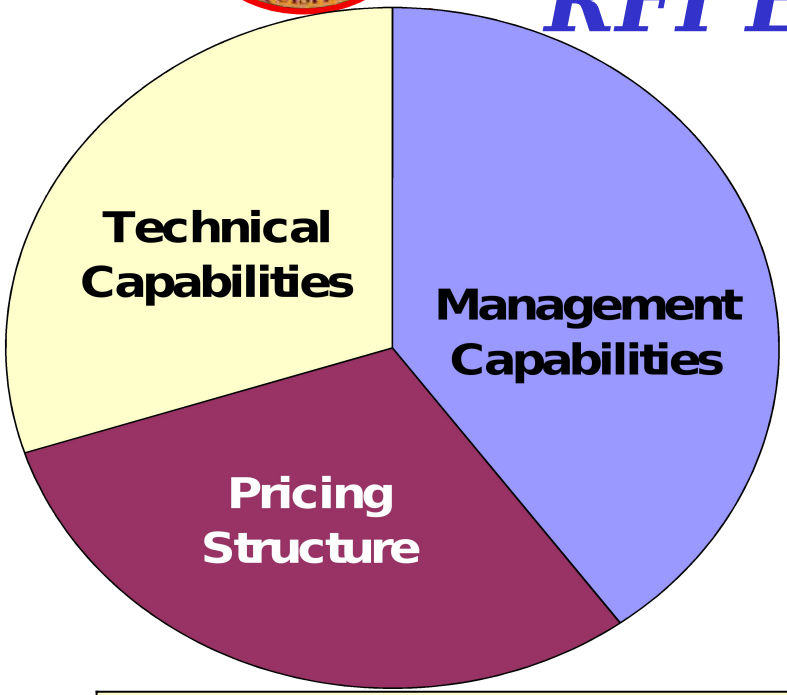
Logistics
1 Full & Open Award

Technical
2 Full and Open Awards

Programmatic
1 Full & Open Award

Driver: *Preponderance* of Awards Reserved for Small Business Primes

RFI Evaluation Criteria



MANAGEMENT CAPABILITIES

More Important Than

TECHNICAL CAPABILITIES

Approximately Equal To

PRICING STRUCTURE

Basis for RFI Selection: Business size considered, those respondents demonstrating the best management capabilities, technical capabilities, and pricing structure will be provided the opportunity to compete for a prime BPA award within the specified domain.

RFI Submission Requirements

Four Copies for Each Domain Preference:

- **Capabilities Statement** Prime/Team Leader
- **GSA Schedule(s) Pricelist**
- **All of the above on CD ROM**

- **Submit separate packages for each domain with p clearly identified.**
- **Comply with page and font size limitations**

Capabilities Statement Page Limitations

Technical
20 Pages

Logistics
15 Pages

Programmatic
15 Pages

Business &Analytical
10 Pages

- **Additional Material will be discarded without review**

RFI Submission Requirements

- **Identify Business Size** Prime/Team Leader
- **Demonstrate:**
  1. **Management Capabilities to accomplish AMCOM EXPRESS "type" efforts**
  2. **Technical Capabilities to perform Domain SOW**
  3. **Pricing Structure adequate to support**
- **Include experience in addressing management ar capabilities**
  4. **Address Potential OCI's in one page or**

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RFI Evaluation/Selection Approach

Separate Evaluation for Each Domain

Evaluate All First Preferences and Subsequent Preferences, If Needed

Full and Open Selections
LB/SB/8(a)

SB Reserved Selections
SB/8(a)

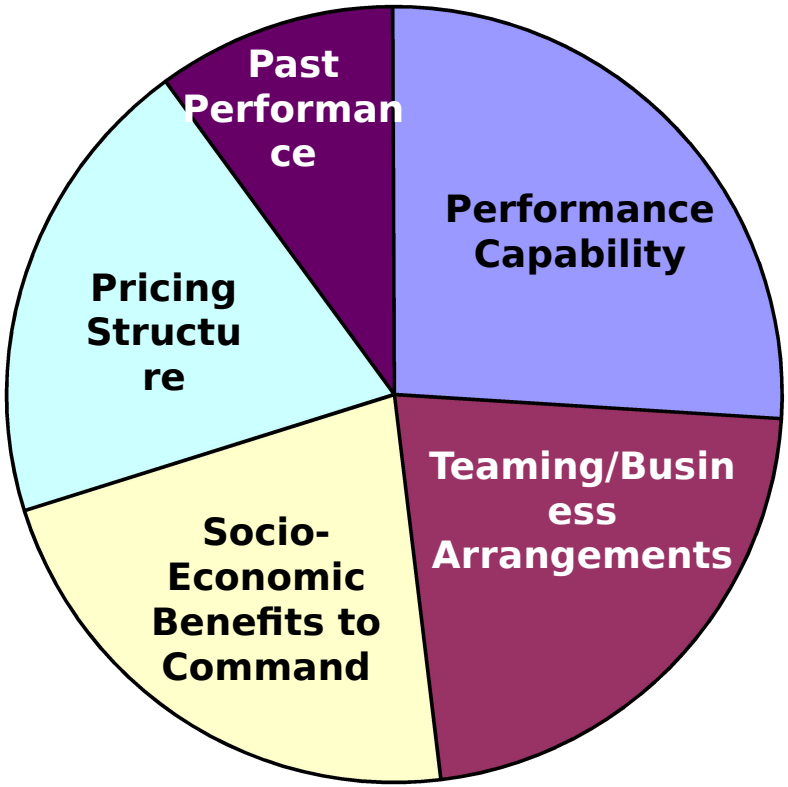
8(a) Reserved Selections
8(a) only

Total Number of Selections (Full and Open/Reserved) within the discretion of the Government, subject to "Preponderance" Rule.

Draft RFQs
and
Request for Information (RFI)
Down-Select Decisions

Will be Posted to the
EXPRESS Website

Draft RFQ Evaluation Criteria



Performance Capability
Slightly More Important Than
Teaming and Business Arrangements
Approximately Equal To
Socio-Economic Benefits
Slightly More Important Than
Pricing Structure
More Important Than
Past Performance

RFQ Evaluation Areas (Adjectival Ratings)

Technical – 40 pages
Programmatic – 30 pages
Logistics – 30 pages
B&A – 25 pages

Performance Capability

- Experience in Relation to SOW Requirements
- Key Personnel Qualifications (5 Per Team/10 in Technical)
- Schedule Labor Categories and Minimum Qualifications

Teaming and Business Arrangements

- Team Structure
- Management Approach
- Representative Teaming Arrangements
- OCI Management Approach

Socio-Economic Benefits

- Prime Small Business Status
- Goals for SB Direct Awards and SB Subcontracting

RFQ Evaluation Areas (Risk

Pricing Structure

- Risk Analysis including analysis of schedule rates versus adjusted historical rates
- Price realism and reasonableness indicator of ability to support requirements with highly qualified personnel

Past Performance

- 5 Prime/Team Leader examples performed within past 5 years
- Past Performance Questionnaire and internal information/databases

Basis for BPA Awards: **BPA awards will be made to those BPA teams demonstrating the best overall capabilities and value to the government based upon the evaluation criteria. BPA awards may be made to other than the lowest priced BPA teams.**

RFQ Evaluation/Selection Approach

Evaluate All Teams In Each Domain

→ Full and Open Selections LB/SB/8(a)

→ SB Reserved Selections SB/8(a)

→ 8(a) Reserved Selections 8(a) only

Total Number of Selections (Full and Open/Reserved) within the discretion of the Government, subject to "Preponderance" Rule.

EXPRESS BASICS

And

Frequently Asked Questions

AMCOM EXPRESS DOMAINS

Minimum 16 Awards/12 Guaranteed for SB/8(a)

Business and Analytical	**Logistics**	**Programmatic**	**Technical**
Min 3 Awards	Min 3 Awards	Min 4 Awards	Min 6 Awards
Full and Open: 0	Full and Open: 1	Full and Open: 1	Full and Open: 2
SB Reserve: 3	SB Reserve: 2	SB Reserve: 2	SB Reserve: 3
8(a) Desired HubZone Desired	8(a) Desired	8(a) Reserve: 1	8(a) Reserve: 1

"Preponderance Rule" – More awards, more SB potential!

Business Arrangements

- **BPA Period**: Base Year with Unlimited Award Terms
- **Task Order Performance** - Base Period with Potential Options NT
- **Performance Based** Task Orders unless Approved IAW DFARS 23
- **Flexible Pricing Arrangements**: Fixed Price (Level of Effort or C Time and Materials, Labor Hour
- **Discounting** Allowed at BPA and/or Task Order Level
- **No 51% Rule** - No Formal FAR Part 19 Set-Asides
- **Strict Organizational Conflicts of Interest (OCI) Clause**

Annual BPA Review and Award Term De

- **Task Order Performance**
  (Based on Specific Task Order Metrics)
  Quality of Service, Cost Effectiveness, Timeliness of Performance, Business Relations, Customer Satisfaction
- **Responsiveness** – Task Order RFQs, Effective Corrective Actio
- **Competitiveness** – Submission of Viable Task Order Quotation
- **Actual Performance versus Proposed Goals** for Direct SB T
Member Awards and SB Subcontracting Goals

Annual Open Season

- Possible competition to add additional BPA holders or new domains – FEDBIZOPS Announcement
  - **Lack of adequate competition**
  - **Socioeconomic improvement needed**
  - **Existing primes exit program**
  - **Enhance pool of expertise for new task order efforts**

- Primes/Team Leaders may adjust team members and subcontractors
  - **Facilitates new SB Participation**
  - **Adjustment opportunity for teaming arrangements**
  - **OK to Add, Delete and Change Team Member/ Subcontractor Status**

Implications

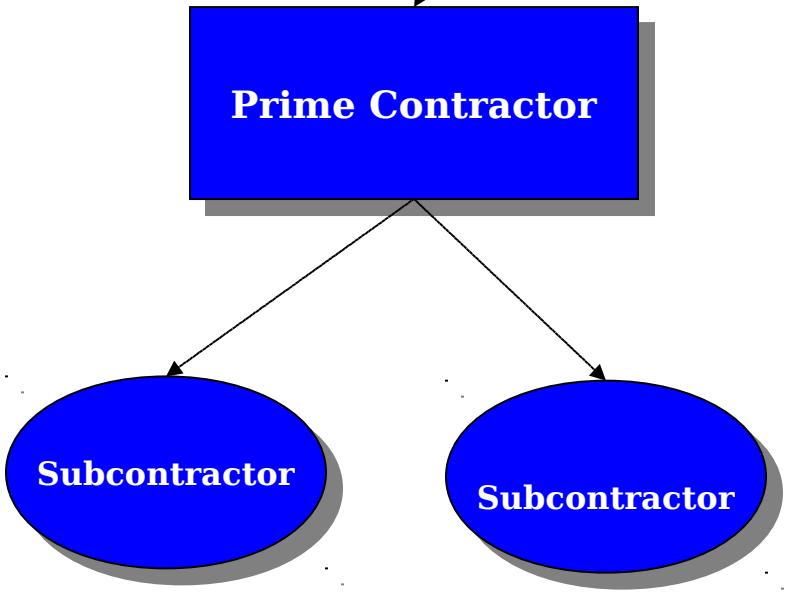
- At Minimum 12 of 16 BPA Awards ***Guaranteed*** for Small Business 8(a) Primes
- "***Preponderance Rule***" assures SBs benefit if more BPAs awarded
- Strategic Teaming with Small Business Primes/Teaming Partners ***Absolutely Required*** for Success in BPA Competition
- Monetary Metric for SB awards – ***60% of Obligated Dollars***
- Annual Open Season allows for adjustments
- Directed Source 8(a) Contracts Outside AMCOM EXPRESS assures opportunities

Contractor Teaming Arrangements

- No government imposed restrictions
- OK to be on multiple teams
- Exclusive teaming strongly discouraged
- Must identify each teaming partner as a Team Member or Subcontractor
- Teaming arrangements are “fixed” until

aming Activities are based upon the Teaming Agreement betwee
Team Participants

BPA Orders Must Be Issued to Prime

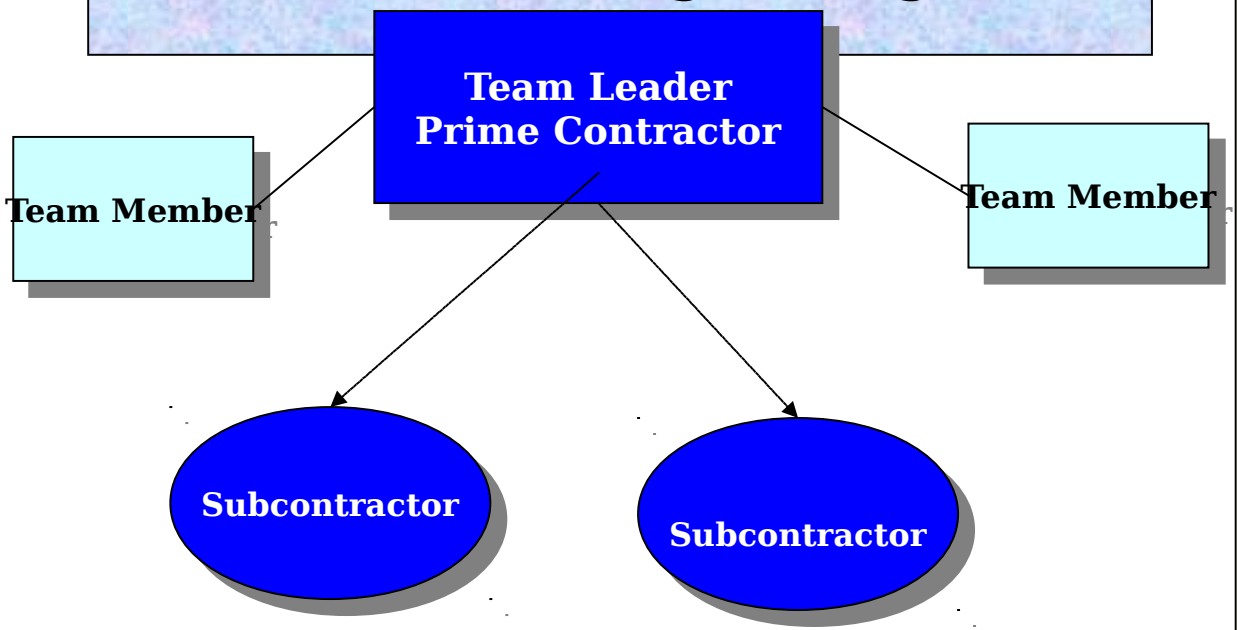


Typical Prime/Sub Relationship

- **Prime contractor must hold a GSA Schedule**
- **Subcontractors Perform to *Prime's* GSA Schedule Rates**
- **BPA and Task Orders are issued to prime contractor**
- **No second tier subcontracting**

Note: AMCOM Receives SB Credit based on Prime's size

Team Leader/Team Member Contractor Teaming Arrangement



- Team Leaders and Team Members must hold a GSA Schedule
- Teams are issued one BPA
- Task Orders may include Team Leader, Team Membe and/or Subcontractor Effor
- Teams may propose that Task Orders be issued to Team Leader -or- directly to a Team Member

Team Leaders and Team Members use their GSA Schedule Rates
Subcontractors are mapped to Prime Contractor's GSA Schedule Ra

Direct Awards

- Based on Task Order RFQ Response Only
- Direct Award must be the BPA Team's Performance Approach
- Will not be Government Directed
- Expected to Enhance Command's Small Business Goal Performance
- Privity of Contract Established by GSA schedule
- ~~Awardee Submits Invoice and Receives Payment~~

Prime Contractor/Team Leader Resp Direct Awards

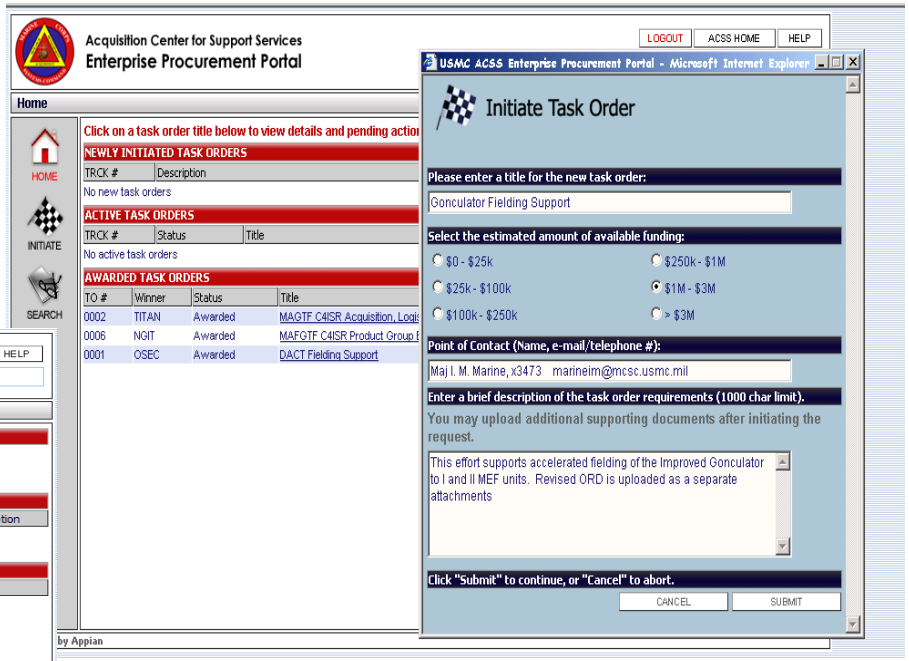
- Based on Teaming Arrangement and Proposed Task Order Approach
- Team Leader May have effort on a direct award at Team Leader's schedule rates
- Team Leader retains reporting responsibility
- Direct Award performance will be included in annual award term review

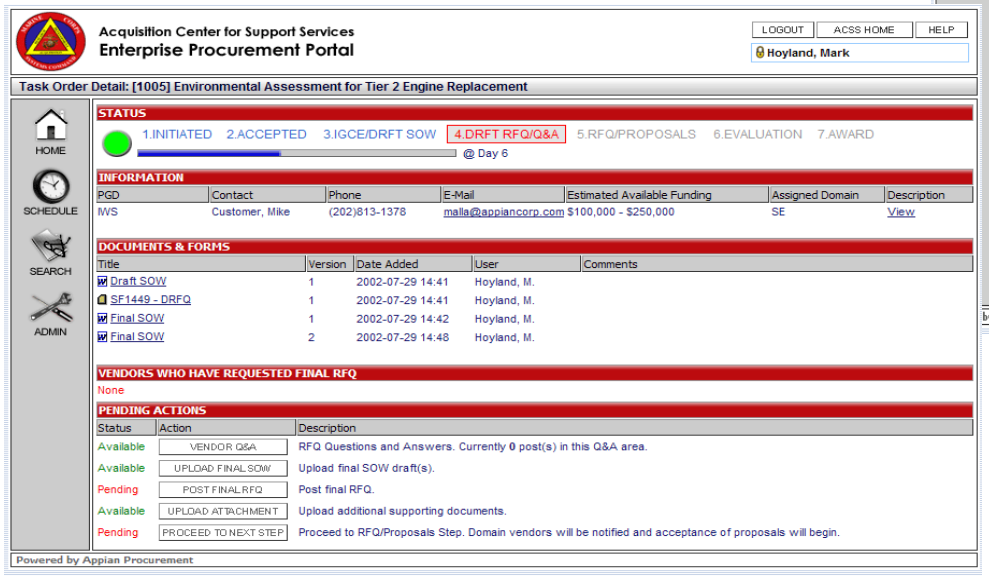
Prime “Pass Through” Costs

- Established IAW Contractor Teaming Arrangement
- Charges to Government cannot exceed GSA Schedu
- Usually Invisible to Customer - Discounting Process
- For Direct Awards, may include remittance from Te Member to Team Leader

Automation

- **Secure transaction system between contracting office, customer and the industry**
- **Incorporates eBusiness functionality into:**
  - **Task ordering functions**





AMCOM EXPRESS

Expedited Award Process

Target Timeline <20 Days

1 - 5 Days
Intake and Assessment

5 Days 5 Days

1 - 5 Days
Source Selection

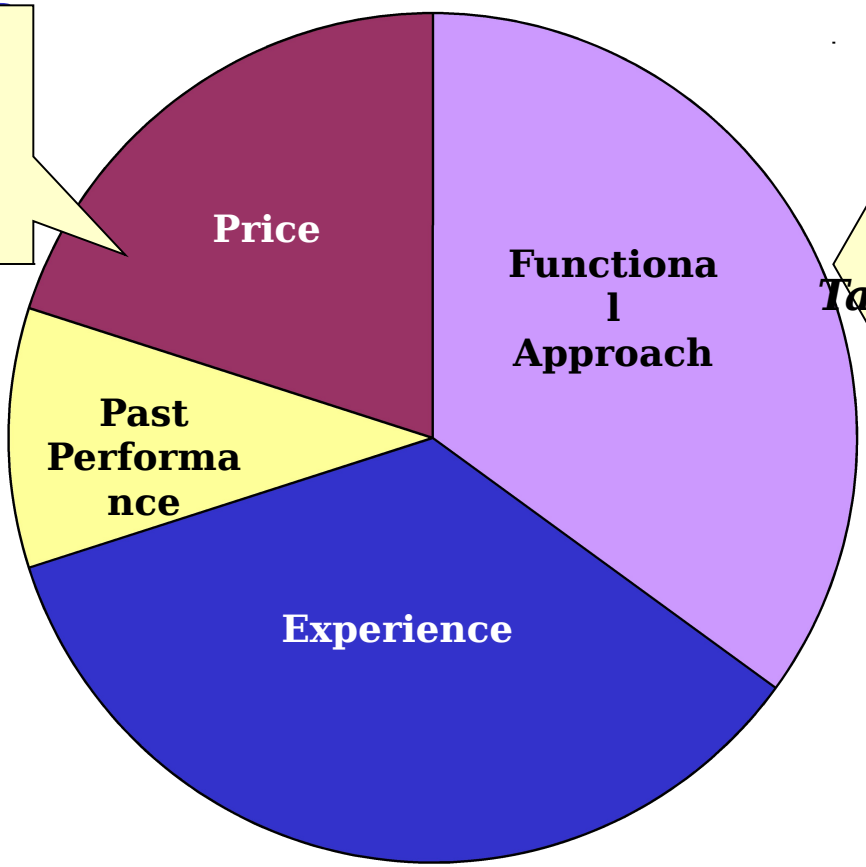
Requirements Definition - Generate Draft Documents

Vendor Q&A - Revisions - Post Final RFQ

Evaluation & Award

Sample Task Order Evaluation Criteria

- Discounting on Task Orders Expected
- GSA Rates Maximum



Best Value Task Order Competitions

Task Order Proposals

- Historical labor mix, NTE for labor/materials provided by government
- May include multiple schedules
- May include multiple team members and subcontractor effort
- Performance Approach, including schedules and SINs, at Discretion of BPA Team
- Discounting Allowed at Task Order Level
  - Caution – Be aware of Task Order RFQ Evaluation Criteria, Employee Retention Concerns

Protests - Task Order Proposals

FAR 16.505(a) (8): No protest under subpart 33.1 is authorized in connection with the issuance or proposed issuance of an order under a task-order contract or delivery-order contract, except for a protest on the grounds that the order increases the scope, period, or maximum value of the contract

Invoicing and Payment

- Unless a direct award, Prime/Team Leader Invoices DFAS and Receives All Payments
- Industrial Funding Fee remitted to GSA by Prime/Team Leader for team leader and subcontractor effort
- Team Member IFF remitted to GSA by Team Members

GSA Schedule Changes

- Will be incorporated into BPA
- Rates already on order will stand unless lowered on schedule below task order rate
- Task orders will reflect lowest rate

Size Status Changes

- RFQ Certification holds until next certification under Primary GSA Schedule
- Performance of Awarded Task Orders, including options, will be allowed
- Continued Participation as a Prime/Team Leader for new efforts will depend on the circumstances
  - o Was the Domain reserved for SB's?
  - o Current Mix of Small/Large/8(a) businesses
- Prime/Team Leaders may be removed from program for new task orders, if circumstances dictate

OCI Clause

- Almost identical to O2K
- Adequate Competition Without Major Manufacturers of Supported Systems and Equipment
- Extensive OCI Mitigations NOT Expected

Adding Subcontractors/Team Mem

- BPA Team Restructuring Limited to Open Season

- Urgent Additions Outside of Open Season Require Contracting Officer Approval

Upcoming Event
Partial Repeat of Today's Briefing

HASBAT Luncheon
May 6, 2004
11:30 a.m.
Huntsville Hilton

Contact Amy Shelton by May 3
amy@hasbat.org
Phone (256) 830-1989

More Questions????

AMCOM EXPRESS Website

https://wwwproc.redstone.army.mil/acquisition/omnibus2/

Select
RFI Questions and Answers